

Inventory Status Winston July/August Thrust

3 pg.

| Item # | 545345 | | | 545351 | | | 545342 | | | 537323 | | |
|-------------|------------------|--------|-------------|--------------|--------|-------------|--------------|--------|-------------|------------|--------|-------------|
| Description | 9X3 Banner/price | | | 4 X 2 Banner | | | Corex P Sign | | | Change Mat | | |
| Order Qty | Allocation | 32,000 | % Remaining | Allocation | 27,000 | % Remaining | Allocation | 12,000 | % Remaining | Allocation | 70,000 | % Remaining |
| Region | | | | | | | | | | | | |
| 1100 | 1100 | 372 | 34% | 1250 | 459 | 37% | 413 | 141 | 34% | 2888 | 902 | 31% |
| 1200 | 700 | 518 | 74% | 1500 | 1080 | 72% | 496 | 368 | 74% | 3472 | 2570 | 74% |
| 1300 | 1226 | 1051 | 88% | 939 | 809 | 86% | 375 | 225 | 60% | 2628 | 1645 | 63% |
| 1600 | 1400 | 1400 | 100% | 1063 | 1063 | 100% | 425 | 425 | 100% | 2976 | 2969 | 100% |
| 1700 | 1424 | 1286 | 90% | 1186 | 33 | 3% | 474 | 2 | 0% | 3321 | 292 | 9% |
| 1800 | 1556 | 1524 | 98% | 645 | 645 | 100% | 1110 | 1011 | 91% | 3630 | 3500 | 96% |
| NESA | 7408 | 6151 | 83% | 6583 | 4089 | 62% | 3294 | 2172 | 66% | 18915 | 11878 | 63% |
| 2100 | 2030 | 2029 | 100% | 220 | 220 | 100% | 574 | 574 | 100% | 1393 | 1393 | 100% |
| 2200 | 776 | 646 | 83% | 853 | 711 | 83% | 1108 | 1042 | 94% | 4030 | 3318 | 82% |
| 2300 | 1884 | 1528 | 81% | 1570 | 1350 | 86% | 628 | 452 | 72% | 3500 | 2935 | 84% |
| 2800 | 1703 | 1063 | 62% | 1419 | 1038 | 73% | 600 | 349 | 58% | 3973 | 2083 | 52% |
| 2900 | 1568 | 587 | 37% | 1205 | 485 | 40% | 522 | 123 | 24% | 3655 | 1067 | 29% |
| SSA | 7959 | 6853 | 74% | 5267 | 3802 | 72% | 3432 | 2540 | 74% | 16551 | 10796 | 65% |
| 5100 | 1420 | 1243 | 88% | 1184 | 993 | 84% | 473 | 358 | 76% | 3314 | 2966 | 89% |
| 5400 | 1375 | 1355 | 98% | 1063 | 1043 | 98% | 425 | 395 | 93% | 2875 | 2935 | 89% |
| 5600 | 1368 | 1332 | 97% | 1015 | 989 | 97% | 408 | 332 | 82% | 2841 | 2506 | 88% |
| 5800 | 2097 | 726 | 35% | 1603 | 588 | 37% | 697 | 182 | 26% | 4894 | 2335 | 48% |
| WSA | 6280 | 4656 | 74% | 4865 | 3613 | 74% | 2001 | 1267 | 63% | 14024 | 10742 | 77% |
| 6200 | 1520 | 1520 | 100% | 1266 | 1266 | 100% | 507 | 507 | 100% | 3546 | 844 | 24% |
| 6300 | 1363 | 0 | 0% | 969 | 0 | 0% | 388 | 0 | 0% | 2714 | 0 | 0% |
| 6600 | 1782 | 1727 | 97% | 1485 | 1455 | 98% | 594 | 564 | 95% | 4157 | 4103 | 99% |
| 6700 | 1510 | 1140 | 75% | 1259 | 879 | 70% | 504 | 323 | 64% | 3525 | 2673 | 76% |
| 6800 | 1457 | 11 | 1% | 1089 | 7 | 1% | 436 | 21 | 5% | 3049 | 22 | 1% |
| MWSA | 7632 | 4398 | 58% | 6068 | 3607 | 59% | 2429 | 1415 | 58% | 16991 | 7642 | 45% |
| National | | 2743 | | | 4127 | | | 845 | | | 3159 | |
| TOTAL | 29257 | 23801 | | 22783 | 19238 | | 11155 | 8239 | | 66481 | 44217 | |
| % Remain | | 74.38% | | | 71.25% | | | 68.66% | | | 63.17% | |

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RSM's
 Pen my
 voice mail
 we need to
 get all
 over this
 Done

0002/003

RJR-SALES EXEC. *** 1200 NY METRO

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Inventory Status Winston July/August Thrust

| Item # | 545153 | | | 545423 | | | 538685 | | |
|-------------|--------------|--------|-------------|---|--------|-------------|---------------|--------|-------------|
| Description | Kenley Shirt | | | 16 Pk Display (Targeted for August Usage) | | | Corex NB Disc | | |
| Order Qty | Allocation | 10,010 | % Remaining | Allocation | 10,000 | % Remaining | Allocation | 15,841 | % Remaining |
| Region | | | | | | | | | |
| 1100 | 505 | 5 | 1% | 413 | 11 | 3% | 295 | 116 | 39% |
| 1200 | 881 | 227 | 26% | 496 | 495 | 100% | 355 | 355 | 100% |
| 1300 | 422 | 18 | 4% | 375 | 205 | 55% | 269 | 77 | 29% |
| 1600 | 396 | 0 | 0% | 425 | 425 | 100% | 313 | 313 | 100% |
| 1700 | 438 | 7 | 2% | 474 | 466 | 98% | 340 | 213 | 63% |
| 1800 | 446 | 0 | 0% | 519 | 457 | 88% | 371 | 0 | 0% |
| NESA | 3088 | 257 | 8% | 2702 | 2059 | 76% | 1943 | 1074 | 55% |
| 2100 | 500 | 313 | 63% | 574 | 14 | 2% | 411 | 282 | 64% |
| 2200 | 581 | 0 | 0% | 578 | 0 | 0% | 412 | 297 | 72% |
| 2300 | 573 | 1 | 0% | 628 | 601 | 96% | 449 | 402 | 90% |
| 2600 | 554 | 134 | 24% | 566 | 566 | 100% | 408 | 279 | 69% |
| 2900 | 444 | 26 | 6% | 522 | 167 | 32% | 374 | 125 | 33% |
| SSA | 2632 | 474 | 18% | 2866 | 1348 | 47% | 2052 | 1365 | 67% |
| 5100 | 516 | 0 | 0% | 473 | 457 | 97% | 339 | 315 | 93% |
| 5400 | 481 | 23 | 5% | 425 | 405 | 95% | 304 | 246 | 81% |
| 5600 | 455 | 0 | 0% | 406 | 300 | 74% | 291 | 242 | 83% |
| 5800 | 519 | 98 | 19% | 699 | 883 | 98% | 500 | 197 | 39% |
| WSA | 1951 | 121 | 6% | 2003 | 1845 | 92% | 1434 | 1000 | 70% |
| 6200 | 460 | 35 | 8% | 507 | 91 | 18% | 383 | 330 | 91% |
| 6300 | 344 | 0 | 0% | 388 | 0 | 0% | 278 | 0 | 0% |
| 6600 | 477 | 0 | 0% | 594 | 594 | 100% | 425 | 415 | 98% |
| 6700 | 619 | 0 | 0% | 504 | 488 | 97% | 361 | 246 | 68% |
| 6900 | 428 | 27 | 6% | 436 | 275 | 63% | 312 | 0 | 0% |
| MWSA | 2328 | 62 | 3% | 2429 | 1448 | 60% | 1739 | 991 | 57% |
| National | | 11 | | | | | | 8682 | |
| TOTAL | 9999 | 925 | | 10000 | 6700 | | 7168 | 13112 | |
| % Remain | | 9.24% | | | 67.00% | | | 82.77% | |

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0003/003

RJR-SALES EXEC. --- 1200 NY METRO

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07/06/98

Inventory Status Winston July/August Thrust

| Item # | 545330 | | | 545324 | | | 545303 | | | 545315 | | |
|-------------|----------------|--------|-------------|-------------|--------|-------------|------------|-------|-------------|-------------|-------|-------------|
| Description | No Add Wobbler | | | STS Wobbler | | | CTS Sleeve | | | CTS Display | | |
| Order Qty | Allocation | 1500 | % Remaining | Allocation | 1500 | % Remaining | Allocation | 5,000 | % Remaining | Allocation | 5,000 | % Remaining |
| Region | | | | | | | | | | | | |
| 1100 | 62 | 29 | 47% | 62 | 29 | 47% | 67 | 0 | 0% | 67 | 0 | 0% |
| 1200 | 74 | 73 | 98% | 74 | 73 | 98% | 22 | 8 | 36% | 22 | 8 | 36% |
| 1300 | 56 | 6 | 11% | 56 | 3 | 5% | 101 | 101 | 100% | 101 | 101 | 100% |
| 1600 | 64 | 64 | 100% | 64 | 64 | 100% | 289 | 0 | 0% | 289 | 0 | 0% |
| 1700 | 71 | 0 | 0% | 71 | 0 | 0% | 210 | 0 | 0% | 210 | 0 | 0% |
| 1800 | 78 | 64 | 82% | 78 | 69 | 89% | 262 | 0 | 0% | 262 | 0 | 0% |
| NESA | 405 | 236 | 58% | 405 | 238 | 59% | 951 | 109 | 11% | 951 | 109 | 11% |
| 2100 | 86 | 16 | 19% | 86 | 16 | 19% | 250 | 138 | 55% | 250 | 159 | 64% |
| 2200 | 86 | 0 | 0% | 86 | 0 | 0% | 180 | 0 | 0% | 180 | 0 | 0% |
| 2300 | 94 | 89 | 95% | 94 | 89 | 95% | 250 | 0 | 0% | 250 | 0 | 0% |
| 2600 | 85 | 56 | 66% | 85 | 56 | 66% | 410 | 0 | 0% | 410 | 0 | 0% |
| 2900 | 79 | 15 | 19% | 79 | 15 | 19% | 254 | 0 | 0% | 254 | 1 | 0% |
| SSA | 430 | 176 | 41% | 430 | 176 | 41% | 1344 | 138 | 10% | 1344 | 160 | 12% |
| 5100 | 71 | 0 | 0% | 71 | 0 | 0% | 125 | 125 | 100% | 125 | 1 | 1% |
| 5400 | 84 | 32 | 50% | 64 | 59 | 93% | 150 | 0 | 0% | 150 | 0 | 0% |
| 5600 | 61 | 0 | 0% | 61 | 0 | 0% | 235 | 0 | 0% | 235 | 0 | 0% |
| 5800 | 105 | 21 | 20% | 105 | 21 | 20% | 190 | 0 | 0% | 190 | 0 | 0% |
| WSA | 301 | 53 | 18% | 301 | 80 | 27% | 700 | 125 | 18% | 700 | 1 | 0% |
| 6200 | 76 | 17 | 22% | 76 | 17 | 22% | 300 | 52 | 17% | 300 | 21 | 7% |
| 6300 | 58 | 0 | 0% | 58 | 0 | 0% | 375 | 0 | 0% | 375 | 2 | 1% |
| 6600 | 89 | 72 | 81% | 89 | 72 | 81% | 600 | 27 | 5% | 600 | 14 | 2% |
| 6700 | 76 | 27 | 36% | 76 | 38 | 50% | 250 | 0 | 0% | 250 | 0 | 0% |
| 6900 | 65 | 1 | 2% | 65 | 1 | 2% | 480 | 2 | 0% | 480 | 41 | 9% |
| MWSA | 364 | 117 | 32% | 364 | 128 | 35% | 2005 | 81 | 4% | 2005 | 78 | 4% |
| National | | 11 | | | | | | 2 | | | | |
| TOTAL | 1500 | 593 | | 1500 | 622 | | 5000 | 455 | | 5000 | 348 | |
| % Remain | | 39.53% | | | 41.47% | | | 9.10% | | | 6.96% | |

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